

DEALER FINANCIAL STATEMENT

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Dealership:
Name: INCREDIBLE AUTO SALES
Address: 1832 KING AVE WEST
City, State: BILLINGS MT



Month: 12
Year: 06

Dealer Code: MT004
Reg. Dist: DIS

ASSETS		AMOUNT	LIABILITIES	AMOUNT
CASH AND CONTRACTS		DMT CENTS	1 ACCOUNTS PAYABLE	DMT CENTS
Cash on Hand	• 2000	600	2 Trade Creditors	3000 - 3990.2
Cash in Bank / Temp. Cash Investment	• 2020	316209	3 Vehicle Lien Payoff	• 3010 278045
Contracts in Transit	• 2030		4 Customer Deposits / Prepaid Dist. Incentives	• 3020 3026 9017.7
TOTAL CASH AND CONTRACTS LINES 2-4 INCL		316809	5 License and Title Fees	3030 724702
RECEIVABLES			6 TOTAL ACCOUNTS PAYABLE LINES 2-5 INCL	971862
CUSTOMER	PAST DUE OVER 30 DAYS		7 ACCRUED LIABILITIES	
Service and Parts	() 2100	80583	8 Interest	3100 18658
Vehicle	() 2110	193150	9 Insurance	3110
Customer Notes	() 2120		10 Payroll	3120 - 3843
Lease, Rental and Service Contracts	() 2130 2140	180	11 Payroll Taxes / Sales Tax	3130 3140 38261
Miscellaneous Customer	() 2150	143961	12 Taxes - Other Than Payroll, Sales & Income	3150
DISTRIBUTOR			13 Corporate / Income Tax	3160
Warranty Claims - Kia	() 2200	2986	14 Bonuses - Owners and Employees	3170 3180
Warranty Claims - Other	() 2209		15 Pension Fund / Profit Sharing	3190 1042
Pre-Delivery Service - Kia	() 2210		16 Miscellaneous Accruals / Notes Payable Short Term	3220 3060 68505
Factory Holdback Receivable - Kia	() 2230		17 TOTAL ACCRUED LIABILITIES LINES 8-16 INCL	122623
Factory Holdback Receivable - Other	() 2238		18 TOTAL ACTCS. PAYABLE & ACCRUED LIABILITIES LINES 8 AND 17	1094485
Vehicle Incentives	() 2240	500	19 NOTES PAYABLE	
Other Distributor Receivables	() 2270 2280	350	20 New Vehicles and Demonstrators	• 3300 840457
Less: Allowance For Doubtful Accounts	2260		21 Used Vehicles	• 3310 1346031
NET CUST. / DIST. REC. LINES 8-21 INCL		421710	22 Other Inventories	3320 37589
Finance and Insurance Receivables - Current	2270 2280	16653	23 Lease Vehicles	3400
TOTAL RECEIVABLES LINES 22-23 INCL		438363	24 Rental Vehicles	3410 57121
INVENTORIES	CAR	TRUCK	25 TOTAL VEHICLES LIABILITIES LINES 20-24	2281198
* Demos - Kia	•	2300	26 TOTAL CURRENT LIABILITIES LINES 18 AND 25	3375683
* Demos - Other	•	2310	27 Reserve For Repossession and Service Contract Losses	3450 3460 -251281
* New Vehicles - Kia	•	2320	28 LONG TERM DEBT	
* New Vehicles - Other	•	2330	29 Notes Pay - Capital Loans	3500
TOTAL NEW VEH. INV. LINES 26-28 INCL		509244	30 Mortgages Payable	3510
Used Vehicles - Kia	•	2400	31 Other Notes & Contracts	3520
Used Vehicles - Other	•	2405	32 Owners / Officers Notes	3530 1066836
Program Vehicles - Kia	•	2406	33 TOTAL CURRENT PORTION OF LONG TERM DEBT (MEMO)	
Parts and Accessories - Kia	2410	127178	34 TOTAL LONG TERM DEBT LINES 28-32 INCL	1066836
Parts and Accessories - Other	2419	16517	35 TOTAL LIABILITIES LINES 26, 27, & 34 INCL	4191238
Tires, Gas, Oil and Grease	2430	2916	36 LIFO Reserve Inventory Adjustment	3801 () 3800
Body Shop Materials / Sublet Repairs	2450 2460	964	37 ^{Used 3802 () P&A 3603 ()}	
Work In Process - Labor	2470	1498	38 NET WORTH	
Non-Automotive Merchandise	2480	73269	39 CORPORATION <input type="checkbox"/> PROPRIETORSHIP OR PARTNERSHIP <input type="checkbox"/>	
TOTAL ALL INVENTORIES LINES 30-39		2351741	40 Capital Stock Investments	3900 3950 781291
OTHER CURRENT ASSETS			41 Add'l. Paid In Capital	3970 1263399
Marketable Securities	2500		42 Treasury Stock	3910
Prepaid Expenses	2510 2560	159120	43 Retained Earnings	3920 -2172300
TOTAL OTHER CURRENT ASSETS LINES 42-43 INCL		159120	44 Dividends Drawing	3830 3900
OTHER VEHICLE ASSETS	UNITS		45 NET INVESTMENT LINES 40-44 INCL	-127610
* Lease Vehicles	2600 2601		46 CURRENT EARNINGS BEFORE TAXES	
Rental Vehicles	2610 2611	38811	47 MO. NEW UNITS USED PROFIT OR UNITS OTHER RTL WHL LOSS	
TOTAL OTHER VEHICLE ASSETS LINES 46-47 INCL		38811	48 JAN. 9 46 15 4826	
TOTAL CURRENT ASSETS LINES 5, 24, 40, 44 & 46		3304844	49 FEB. 8 65 4 7895	
FIXED ASSETS: AUTO BUSINESS ONLY			50 MAR. 9 46 9 -39007	
DESC. ACCT. NO. COST ACCUMULATED DEPRECIATION			51 APR. 8 46 8 -22794	
LAND 2700			52 MAY 7 1 52 18 -30328	
BLDG. & IMP. 2710 2711			53 JUNE 13 35 8 -51134	
SER. EQUIP. 2720 2721	110782	94455	54 JULY 12 50 16 1152	
P&A EQUIP. 2730 2731	1209	342	55 AUG. 11 50 17 3806	
PLANT, SHOW. FIXTURES 2740 2741	79803	75614	56 SEP. 9 39 36 -236266	
COMPANY VEHICLES 2750 2761	19012	19012	57 OCT. 5 1 4 3 -85911	
LEASEHOLDS 2760 2761	317983	133616	58 NOV. 1 7 2 -58974	
TOTAL FIXED ASSETS LINES 32-58 INCL	528789	232039	59 DEC. 6 8 - -46299	
OTHER ASSETS			60 TOT. 98 2 448 136 -553034	
Deposits on Contracts	2800		61 Estimated Income Tax	
Life Insurance - Cash Value	2810		62 Net Profit (Loss) After Taxes	3990 -553034
Notes & Accts Rec - Officers / Owners Employee Advances	2820 2830		63 TOTAL NET WORTH LINES 45 AND 82	-680644
Due From Finance Companies - Deferred	2840		64 TOTAL LIABILITIES & NET WORTH LINES 35, 36 AND 83	3510594
Other Non-Franchised Assets	2850		65	
TOTAL OTHER ASSETS LINES 51-55 INCL		3510594	66	
TOTAL ASSETS LINES 49, 59 & 86		3510594	67	

FINANCIAL SUMMARY

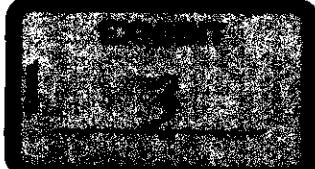
\$ 1048154
Net Working Capital Requirement

\$ -70839
Actual Working Capital

(CURRENT ASSETS) LESS
(CURRENT LIABILITIES & CURRENT
PORTION LONG TERM DEBT)

* \$ 165808
Net Cash

\$ 225845
Average Monthly Expense



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TOTAL INCOME AND EXPENSE

NAME OF ACCOUNT	ACCT. NO.	TOTAL DEALERSHIP				(1) NEW KIA DEPARTMENT		(2) NEW OTHER DEPARTMENT	
		MONTH	G.P. % SALES	YEAR TO DATE	G.P. % SALES	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1 TOTAL SALES		277819		10335509		145589	2249266		16438
2 TOTAL GROSS PROFIT		690882487		18773831816		36572	320230		476
3 DEPARTMENTAL SELLING EXPENSES									
4 Sales Compensation	7000	4009580		2791141487		1859	26492		295
5 Supervision Compensation	7010	89711298		2871801530		1100	34197		
6 Delivery Expenses	7020								
7 Fin., Inc & S.C. Compensation	7030	1031149		54202289		206	6766		
8 Advertising - Departmental	7040	195752833		4654462479		3842	85085		
9 Interest - Floor Plan	7050			173266923			69263		5771
10 TOTAL SELLING EXPENSES LINES 4-9 INCL		335864861		12592086707		7007	221803		6066
11 DEPARTMENTAL OPERATING EXPENSES									
12 Policy Adjustments	7110			290315					
13 Claims Adjustments	7120								
14 Demos. & Company Vehicles - Dept'l	7140	1524192		71538381		244	10753		
15 Inventory Maintenance	7150	1510219		30345162		450	7441		
16 Personnel Training	7160	47068		1150461		83	1081		
17 Outside Services - Departmental	7170								
18 Freight	7180	15723		235613					
19 Supplies & Small Tools	7190	17625		1211465		7	666		
20 Laundry & Uniforms	7200			218912					
21 Dep. - Equip. & Vehicles-Dept'l	7210								
22 Equip.-Mnt., Repar & Rental-Dept'l	7220	41660		577731			101		
23 Miscellaneous Expenses	7230	81717		140317					
24 Salaries & Wages	7250	1000145		26201140					
25 Clerical Salaries	7260	5199753		73086389		1040	13684		
26 Vacation & Time Off Pay	7270	2122307		684936					
27 TOTAL OPERATING EXPENSES LINES 12-26 INCL		124911808		2462651312		1824	33726		
28 TOTAL SELLING & OPER. EXPNS. LINES 10 & 27		46077		150573		8831	255529		6066
29 TOTAL SELL. & OPER. EXPNS. % OF GROSS PROFIT		6669		8019	24.15%	79.80%	%	A %	
30 DEPT'L PROFIT (LOSS) LINE 28 LESS LINE 29		230113331		3715101981		27741	64701		- 5590
31 OVERHEAD EXPENSES									
32 Rent & Equivalent	7400	175462540		2462391312		2865	33264		1100
33 Salaries & Wages - Admin. & General	7410	6262906		68974367		1252	13795		
34 Owners Salaries	7420	150002171		75000399		3000	12200		
35 Payroll Taxes	7430	3182461		129209688		1636	20404		
36 Employee Benefits	7440	3010436		51176273		604	7206		
37 Pension Fund / Profit Sharing	7450								
38 Advertising - General & Institutional	7460	1371198		1135860		274	1471		
39 Stationery & Office Supplies	7470	36753		1256067		66	1917		
40 Data Processing Services	7480	82171189		75198401		1658	12499		
41 Outside Services - General & Inst.	7490	49972		164993878		119	32696		
42 Company Vehicles - Administration	7500								
43 Contributions	7510			1528581			2021		
44 Dues & Subscriptions	7520	43463		478125		87	568		
45 Telephone	7530	1086157		32746174		217	4610		
46 Legal & Auditing	7540	2276329		33239177		455	4608		
47 Postage	7550	13119		684236		43	685		
48 Travel & Entertainment	7560	36252		752841		72	1178		
49 Heat, Light, Power & Water	7570	2893419		36023192		579	5466		
50 Furniture, Signs, Fixtures & Equipments - Maintenance, Repair & Rental	7580	774112		32589174		155	4779		
51 Furniture, Signs, Fixtures & Equipment - Depreciation	7590	2580373		25795137		403	4030		
52 Insurance - Other Than Badges & Improvements	7600	76921113		64269342		1538	12133		2250
53 Taxes - Other Than Real Estate, Personal & Income	7610			1167062			2306		
54 Interest - Other Than Floor Plan & P.E. Mortgage	7620			99187528					
55 TOTAL OVERHEAD EXPENSES LINES 32-54 INCL		73682B		12045626417		14023	177836		3350
56 TOTAL EXPENSES LINES 28 & 55		119759C		2710135D		22854	433865		9416
57 ADJUSTED DEPT. PROFIT (LOSS) LINE 2 LESS LINE 55						13718	-113135		- 8940
58 OPERATING PROFIT (LOSS) LINE 2 LESS LINE 55		-50671E		-332752F					
59 NET ADDITIONS OR DEDUCTIONS PG. 2 LINE 76		4371633		279711450					
60 NET PROFIT (LOSS) BEFORE BONUS		-46300G		-553041H					
61 BONUSES-EMPLOYEES (MAKES IF CREDIT)	7700								
62 BONUSES-OWNERS (MAKES IF CREDIT)	7710								
63 NET PROFIT (LOSS) BEFORE TAXES		-46300I		-553041J					
64 ESTIMATED INCOME TAXES	7800	(1) -0		(1) -0					
65 NET PROFIT (LOSS) AFTER TAXES		-46299K		-553034L					
66 ADDITIONS TO INCOME									
68 ACCOUNT NAME	ACCT. NO.	MONTH	YEAR TO DATE	ACCOUNT NAME	ACCT. NO.	MONTH	YEAR TO DATE	DEDUCTIONS FROM INCOME	
69 Cash Discounts Earned	8000		728	Cash Discounts Allowed	8100				
70 Interest Earned	8010			Adj. For Doubtful Accounts	8120				
71 Bad Debts Recovered	8020			Other Deductions	8140		997	11013	
72 Other Income	8040	5611	295351	Lease Expenses	8150				
73 Lease Income	8050			Rental Expenses	8160		243	5355	
74 Rental Income	8060								
75									
76 TOTAL ADDITIONS LINES 68-75 INCL		5611	296079	TOTAL DEDUCTIONS LINES 68-75 INCL		1240	16368		

TOTAL INCOME AND EXPENSE

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NAME OF ACCOUNT	ACCT. NO.	(3) USED VEHICLE DEPARTMENT		(4) SERVICE DEPARTMENT		(5) BODY SHOP DEPARTMENT		(6) PARTS & ACCESS. DEPARTMENT	
		MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1 TOTAL SALES		104950	7195844	10269	372057			17011	501904
2 TOTAL GROSS PROFIT		21643	1205262	5362	198563			5511	152852
3 DEPARTMENTAL SELLING EXPENSES									
4 Sales Compensation	7000	1000	200088	525	35917			625	16322
5 Supervision Compensation	7010	4400	170405	1071	50455			2400	32123
6 Delivery Expenses	7020								
7 Fin., Ins. & S.C. Compensation	7030	825	47436						
8 Advertising - Departmental	7040	15733	359040		15538				5783
9 Interest - Floor Plan	7050		98232						
10 TOTAL SELLING EXPENSES LINES 4-9 INCL		21958	875201	1596	101910			3025	54228
11 DEPARTMENTAL OPERATING EXPENSES									
12 Policy Adjustments	7110				2842				61
13 Claims Adjustments	7120								
14 Demos. & Company Vehicles - Dept'l.	7140	522	40632	389	15003			169	5150
15 Inventory Maintenance	7150	1060	22904						
16 Personnel Training	7160		500	83	6149			304	3774
17 Outside Services - Departmental	7170								
18 Freight	7180							157	2356
19 Supplies & Small Tools	7190	12	2901	152	7973			5	574
20 Laundry & Uniforms	7200				1751				438
21 Dep., Equip. & Vehicles-Dept'l.	7210								
22 Equip.-Maint., Repair & Rental-Dept'l.	7220		470	291	3637			125	1569
23 Miscellaneous Expenses	7230							117	1403
24 Salaries & Wages	7250		772	1000	25259				170
25 Clerical Salaries	7260	1819	28613	1560	20526			780	10263
26 Vacation & Time Off Pay	7270	879	879	140	4867			1103	1103
27 TOTAL OPERATING EXPENSES LINES 12-26 INCL		4292	97671	3615	88007			2760	26861
28 TOTAL SELLING & OPER. EXP. LINES 8 & 27		26250	972872	5211	189917			5785	81089
29 TOTAL SELL & OPER. EXP. % OF GROSS PROFIT	12129%	8072%	9718%	9565%	%	%	%	10497%	53.05%
30 DEPT'L. PROFIT (LOSS) LINE 2 LESS LINE 28	-4607	232390	151	8646				-274	71763
31 OVERHEAD EXPENSES									
32 Rent & Equivalent	7400	8014	135491	4298	49896			2369	26488
33 Salaries & Wages - Admin. & General	7410	2192	24141	1879	20692			939	10346
34 Owners Salaries	7420	5250	35350	4500	18300			2250	9150
35 Payroll Taxes	7430	1114	62896	955	30605			477	15303
36 Employee Benefits	7440	1073	27781	880	10784			453	5405
37 Pension Fund / Profit Sharing	7450								
38 Advertising-General & Institutional	7460	480	4884	411	3915			206	1088
39 Stationery & Office Supplies	7470	115	6611	99	2801			87	1231
40 Data Processing Services	7480	2599	19265	2590	17537			1370	25897
41 Outside Services - General & Inst.	7490	278	109913	68	15419			34	6865
42 Company Vehicles - Administration	7500								
43 Contributions	7510		8717		3032				1516
44 Due & Subscriptions	7520	152	2876	130	788			65	549
45 Telephone	7530	380	17828	326	6872			163	3436
46 Legal & Auditing	7540	797	18263	683	6912			341	3456
47 Postage	7550	57	5026	21	621			10	510
48 Travel & Entertainment	7560	127	3800	109	1767			54	883
49 Heat, Light, Power & Water	7570	1012	18258	868	8199			434	4100
50 Furniture, Signs, Fixtures & Equipment - Depreciation	7580	271	15760	232	8105			116	3945
51 Furniture, Signs, Fixtures & Equipment - Depreciation	7590	723	7227	1140	11395			314	3143
52 Inst-Other Than Bldgs. & Improvements	7600	2692	33695	2308	10794			1154	5397
53 Tax-Other Than Real Estate, Payroll & Income	7610		4175		3459				1730
54 Interest-Other Than Floor Plan & R.E. Mortgage	7620		99187						
55 TOTAL OVERHEAD EXPENSES LINES 32-54 INCL		27326	661144	21497	231894			10836	130438
56 TOTAL EXPENSES LINES 26 & 55		53576	1634016	26708	421811			16621	211527
57 ADJUSTED DEPT. PROFIT (LOSS) LINE 55 LINE 2 LESS LINE 55	-31933	-428754	-21346	-223248			-11110	-58675	

ANALYSIS OF OPERATIONS

	CURRENT MONTH		SAME MONTH AS PRIOR YEAR		CURRENT YEAR TO DATE		PRIOR YEAR TO DATE	
	UNIT SALES	DOLLARS	UNIT SALES	DOLLARS	UNIT SALES	DOLLARS	UNIT SALES	DOLLARS
58 TOTAL DOLLAR SALES		277819			10335509			
59 NEW KIA GROSS	6	365721316		98	320230	310		
60 NEW OTHER GROSS				2	476	0		
61 USED VEHICLE GROSS	8	21643	779		584	12052621166		
62 SERVICE GROSS		5362	193			198563	192	
63 BODY SHOP GROSS								
64 PARTS & ACCESS GROSS		5511	198			152852	148	
65 TOTAL GROSS		690882487				18773831816		
66 TOTAL EXPENSES		1197594311				27201352622		
67 OPER. PROFIT (LOSS)		-50671	M			-832752-806		
68 NET ADDITIONS OR DEDUCTIONS		4371	157			279711271		
69 TOTAL BONUSES								
70 NET PROFIT (LOSS) BEFORE TAXES		-46300	N			-553041-535		
71 USED VEHICLE TRADE IN SUMMARY								
72 Trade-Ins Received On: UNITS Y-T-D								
73 Kia Car Sales								
74 Kia Truck Sales								
75 Other Sales								
76 LEASE ANALYSIS								
77 Month Y-T-D								
78 Retail Lease Units								
79 Retail Lease Gross								
80 PERSONNEL SUMMARY - USE WHOLE NUMBERS ONLY								
81 Trade-Ins Received On: UNITS Y-T-D								
82 Dealer(s)								
83 Managers / Foremen								
84 Salespersons / Asst. Service Mgrs.	1	1						
85 Service / Body Shop Technicians								
86 NEW USED COMB. F & I SERV. BODY SHOP PARTS & ACCESS. ADM. TOTAL	1	1	1	1	1	1	1	1
87 Clerical								
88 Other					1			1
89 TOTAL PERSONNEL	1	2	1	1	3	1	5	14

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PAGE 4 CURRENT MONTH			
LINE	SALES	GROSS PROFIT	PERCENT
1			
2			
3			
4	1 23500	28002800	
5			
6	2 55589	124026201	
7	3 62900	170675689	
8	6 141989	322695378	
9			
10			
11	1200	802 134	
12	1 2400	18051805	
13		3523	
14			
15		1827 305	
16	3600	4303 717	
17			
18			
19	6 145589	365726095	
20			
21			
22			
23			
24			
25			
26			
27	6 145589	365726095	
28			
29	8 98873	245503069	
30			
31		66 8	
32	5 6077	2622 524	
33		1681	
34			
35		7144 893	
36			
37			
38			
39	8 104950	216432705	
40	14 250539	582154158	
41			
LINE	SALES	GROSS PROFIT	PERCENT
42	28 5075	369672 8	
43	8 424	30571 9	
44	20 923	18720 3	
45	56 6422	418865 2	
46	14 1691	123372 9	
47			
48	47 1859	-125 6 7	
49	61 3550	110831 2	
50			
51			
52	9972	529653 1	
53	297	6622 2	
54	117 10269	536252 2	
55			
56			
57			
58			
59			
60			
61			
62			
63	27 2750	113741 3	
64	8 1582	45228 6	
65	19 969	41442 7	
66			
67	37 3038	101533 4	
68	30 6113	171028 0	
69	121 14452	472832 7	
70	14 903	33637 2	
71			
72	43 918	36639 9	
73	12 85	6374 1	
74			
75	69 1906	76540 1	
76			
77	653	18 2 8	
78	17011	551132 4	
79	27280	1087339 9	
80	277819	6908824 9	

DEPARTMENTAL SALES GROSS PROFIT			
LINE	SALES	GROSS PROFIT	PERCENT
New Vehicle - Kia Sportage - Retail	4010	8	184063
New Vehicle - Kia Rio - Retail	4030	12	179613
New Vehicle - Kia Optima - Retail	4040	14	276568
New Vehicle - Kia Sedona - Retail	4050	19	489895
New Vehicle - Kia Spectra - Retail	4060	10	175184
New Vehicle - Kia Sorento - Retail	4070	18	513617
New Vehicle - Kia Amanti - Retail	4080	5	117267
New Vehicle Incentives - Kia	6098		49000 570
TOTAL KIA NEW VEHICLE RETAIL	86	1936207	2682423119
FINANCE & INSURANCE KIA NEW			
After Market Products - Kia	4250		19723
Service Contracts New - Kia	4270	12	20408
Finance Income New - Kia	6280	70	39094 558
Insurance Income New - Kia	6290		
Adjustments F&I Service Cont. - Kia	6295		9983 116
TOTAL KIA NEW F & I		40131	51388 598
New Vehicle - Kia - Fleet	4200	12	272928
Cost of Sale LIFO Adjustment New - Kia	6297		600 50
TOTAL KIA NEW VEHICLE DEPARTMENT	98	2249266	3202303268
OTHER FRANCHISE NEW VEHICLE DEPT.			
New Vehicles - Other - Retail After Incentives	4220	2	16438
New Vehicles - Other - Fleet After Incentives	4230		
Service Contract and F&I Inc. New - Other	6270		14762288
Less: Repo Losses - New Vehicles	6299		
Cost of Sale LIFO Adjustment New - Other	6298		
TOTAL OTHER VEHICLE DEPARTMENT	2	16438	476 238
TOTAL NEW VEHICLE DEPT.	100	2265704	3207063207
USED VEHICLE DEPARTMENT			
Used Retail Vehicles - After Recon.	4300	439	5892955
Program Vehicles-Kia	4315	9	132512
Used Vehicles - Wholesale	4320	136	832062
Adjustment - Used Vehicle Inventory	6330		122167 898
Service Contracts - Used	4370	317	338315
Finance Income - Used	6380	393	153009 483
Insurance Income - Used	6390		162290 413
Adjustments F&I Service Cont. Used & Program	6395		66606 114
Less: Repo Losses-Total Used	6399		
Cost of Sale LIFO Adjustment - Used	6397		
TOTAL USED VEHICLE DEPARTMENT	584	7195844	12052622064
TOTAL VEHICLE DEPARTMENT	684	9461548	15259682231
SERVICE DEPARTMENT			
Customer Mechanical Labor - Kia	4400	542	92164
Warranty Claims Mechanical Labor - Kia	4420	444	34373
Internal Mechanical Labor - Kia	4430	538	30268
TOTAL SERVICE LABOR-KIA	1524	156805	9297559 3
Customer Mechanical Labor - Other	4408	406	54811
Warranty Claims Mechanical Labor - Other	4429		
Internal Mechanical Labor - Other	4439	1169	131706
TOTAL SERVICE LABOR-OTHER	1575	186517	10115554 2
Pre-Delivery Service Labor	4440	51	3858
Labor - Unapplied Time - Mechanical	6450		2440 0 7
TOTAL SERVICE LABOR		347180	19454956 0
Sublet Repairs - Mechanical	4460		24877
TOTAL SERVICE DEPARTMENT	3150	372057	19856353 4
PAINT & BODY SHOP DEPARTMENT			
Customer Body Shop Labor	4500		
Warranty Claims Body Shop Labor	4520		
Internal Body Shop Labor	4530		
Unapplied Time - Body Shop	6550		
Sublet Repairs / Body Shop Materials	4560		
TOTAL PAINT & BODY SHOP			
PARTS & ACCESSORIES			
P&A R.O. Cust. Mechanical - Kia	4700	517	75281
P&A Warranty Claims - Kia	4720	413	11562
P&A Internal R.O. - Kia	4730	546	27082
P&A R.O. Cust. Body Shop - Kia	4710		
P&A Counter Retail - Kia	4740	466	46247
P&A Wholesale - Kia	4750	380	95660
TOTAL KIA PARTS & ACCESSORIES	2322	359932	10964730 5
P&A R.O. Cust. Mech. - Other	4709	373	35192
P&A Warranty Claims - Other	4729		
P&A R.O. Cust. Body Shop / Internal - Other	4710	1100	85565
P&A Counter Retail - Other	4749	170	4978
P&A Wholesale - Other	4758	9	-143
TOTAL OTHER P & A DEPARTMENT	1652	125592	4180533 3
P&A Inv Adj/Purch Disc Earned	6760		
Tires, Gas, Oil & Grease / Non-Auto Merchandise	4700		
Cost of Sale LIFO Adjustment - P & A	6767		
TOTAL PARTS & ACCESSORIES DEPARTMENT		501904	15285230 5
TOTAL SVC. DEPARTMENT	873961	35141540 2	
TOTAL ALL DEPARTMENTS (LINES 40-80)	10335509	187738318 2	

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